

Message Text

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PAGE 01 STATE 115276

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DRAFTED BY EA/PRCM:PTLINCOLN,JR.:EBS

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FM SECSTATE WASHDC

TO AMCONSUL HONG KONG

INFO USLO PEKING

C O N F I D E N T I A L STATE 115276

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E.O. 11652: GDS

TAGS: ENRG, CH, US, HK

SUBJECT: PROPOSED FLUOR REFINERY COMPLEX

1. FLUOR CORPORATION HAS INFORMED DEPARTMENT THAT FIRM HAS LEARNED VIA HARNED HOOSE (PRESENTLY IN CANTON) THAT CHINESE, HAVING JUST ABOUT COMPLETED THE PRELIMINARY PHASES OF THEIR INTERNAL DELIBERATIONS, ARE NOW PREPARED TO BEGIN DISCUSSIONS WITH FLUOR ON THIS PROJECT. FOUR-MAN FLUOR TECHNICAL TEAM UNDER LEADERSHIP OF SALES MARKETING REPRESENTATIVE ERIC KALKURST EXPECTS TO LEAVE US THIS WEEKEND AND ARRIVE IN HONG KONG EVENING OF MAY 21. THEY WILL BE JOINED LATER BY SENIOR PROJECT OFFICER, VICE PRESIDENT (INTERNATIONAL SALES) A.C. EWERT, AND BY FLUOR'S LEGAL AND FINANCIAL SPECIALISTS. HOOSE HAS TOLD FLUOR REPS THAT THEY CAN EXPECT A FEW DAYS OF "FORMALITIES" IN HONG KONG, A VISIT TO THE PROPOSED SITE, FOLLOWED BY PRELIMINARY DISCUSSIONS. AFTER ABOUT A WEEK THEY CAN EXPECT TO BE INVITED TO EITHER CANTON OR PEKING FOR FURTHER DISCUSSIONS INVOLVING THE HONG KONG BUSINESSMEN AND PRC OFFICIALS IDENTIFIED ONLY AS "FRIENDS OF THE OWNER."

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 STATE 115276

2. FLUOR SAYS THAT ACCORDING TO HOOSE, CHINESE INTEND TO MOVE AHEAD ON THIS PROJECT AND WOULD LIKE TO WORK WITH FLUOR (RATHER THAN JAPANESE) IF BOTH PARTIES CAN REACH

AGREEMENT ON TERMS. HONG KONG PARTNER HAS BEEN IDENTIFIED AS HUO YIN-TUNG (AKA Y.K. FOOK); MACAO'S HO YIN IS ALSO BELIEVED TO BE INVOLVED IN THE PROJECT IN SOME WAY. ON US SIDE, FLUOR HAS RECEIVED INDICATIONS OF INTEREST IN THE PROJECT FROM UNION CARBIDE AND PHILLIPS PETROLEUM, AND FROM NATIONAL WESTMINSTER, BANK OF AMERICA AND CHASE MANHATTAN BANKS.

3. KALKURST PARTY WILL BE STAYING AT MANDARIN HOTEL. KALKURST WISHES TO TOUCH BASE WITH CONGEN AFTER ARRIVAL; DEPARTMENT HAS ADVISED HIM TO CONTACT CONSUL GENERAL CROSS OR, IN HIS ABSENCE, NORMAN GETSINGER. CONGEN OFFICERS SHOULD NOT DISCUSS THIS PROJECT WITH ANYONE OUTSIDE CONSULATE, INCLUDING THE LOCAL REPRESENTATIVES OF US FIRMS AND BANKS MENTIONED IN PARA. 2. KISSINGER

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